

U.S. Department of Justice

Washington, DC 20530

**Exhibit B to Registration Statement****Pursuant to the Foreign Agents Registration Act of 1938, as amended**

**INSTRUCTIONS.** A registrant must furnish as an Exhibit B copies of each written agreement and the terms and conditions of each oral agreement with his foreign principal, including all modifications of such agreements, or, where no contract exists, a full statement of all the circumstances by reason of which the registrant is acting as an agent of a foreign principal. Compliance is accomplished by filing an electronic Exhibit B form at <https://www.fara.gov>.

**Privacy Act Statement.** The filing of this document is required for the Foreign Agents Registration Act of 1938, as amended, 22 U.S.C. § 611 *et seq.*, for the purposes of registration under the Act and public disclosure. Provision of the information requested is mandatory, and failure to provide the information is subject to the penalty and enforcement provisions established in Section 8 of the Act. Every registration statement, short form registration statement, supplemental statement, exhibit, amendment, copy of informational materials or other document or information filed with the Attorney General under this Act is a public record open to public examination, inspection and copying during the posted business hours of the FARA Unit in Washington, DC. Statements are also available online at the FARA Unit's webpage: <https://www.fara.gov>. One copy of every such document, other than informational materials, is automatically provided to the Secretary of State pursuant to Section 6(b) of the Act, and copies of any and all documents are routinely made available to other agencies, departments and Congress pursuant to Section 6(c) of the Act. The Attorney General also transmits a semi-annual report to Congress on the administration of the Act which lists the names of all agents registered under the Act and the foreign principals they represent. This report is available to the public in print and online at: <https://www.fara.gov>.

**Public Reporting Burden.** Public reporting burden for this collection of information is estimated to average .32 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden to Chief, FARA Unit, Counterintelligence and Export Control Section, National Security Division, U.S. Department of Justice, Washington, DC 20530; and to the Office of Information and Regulatory Affairs, Office of Management and Budget, Washington, DC 20503.

**1. Name of Registrant**

GP International LLC / DBA GlobalPoint International

**2. Registration Number**

7193

**3. Name of Foreign Principal**

Mr. Mikheil Saakashvili

Check Appropriate Box:

4. ☒ The agreement between the registrant and the above-named foreign principal is a formal written contract. If this box is checked, attach a copy of the contract to this exhibit.
5. ☐ There is no formal written contract between the registrant and the foreign principal. The agreement with the above-named foreign principal has resulted from an exchange of correspondence. If this box is checked, attach a copy of all pertinent correspondence, including a copy of any initial proposal which has been adopted by reference in such correspondence.
6. ☐ The agreement or understanding between the registrant and the foreign principal is the result of neither a formal written contract nor an exchange of correspondence between the parties. If this box is checked, give a complete description below of the terms and conditions of the oral agreement or understanding, its duration, the fees and expenses, if any, to be received.
7. What is the date of the contract or agreement with the foreign principal? 01/17/2023
8. Describe fully the nature and method of performance of the above indicated agreement or understanding.

The registrant will execute the scope of the agreement by providing the agreed upon services (strategic counsel, strategic communications/media relations and outreach to key stakeholders), tracking monthly key performance milestones and coordinating its efforts with the foreign principal and his legal team. The exact scope of work is detailed and attached to the contract.

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9. Describe fully the activities the registrant engages in or proposes to engage in on behalf of the above foreign principal.

The registrant will provide strategic counsel, strategic communications and outreach activities to support Dr. Giulia Alasania on behalf of Mr. Saakashvili and his legal team in an effort to secure the former president's release on humanitarian and/or legal grounds. This work includes engaging and monitoring U.S. and international media, developing talking points, arranging media interviews and at times, the dissemination of media statements and supporting information. The registrant at times will also engage key stakeholders such as NGO's, think tanks and third party thought leaders and influencers on a limited basis.

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10. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act<sup>1</sup>.

Yes ☒ No ☐

If yes, describe all such political activities indicating, among other things, the relations, interests or policies to be influenced together with the means to be employed to achieve this purpose. The response must include, but not be limited to, activities involving lobbying, promotion, perception management, public relations, economic development, and preparation and dissemination of informational materials.

See Appendix for Response

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11. Prior to the date of registration<sup>2</sup> for this foreign principal has the registrant engaged in any registrable activities, such as political activities, for this foreign principal?

Yes ☐ No ☐ N/A - This statement is filed to update the registrant's agreement/contract with the foreign principal.

If yes, describe in full detail all such activities. The response should include, among other things, the relations, interests, and policies sought to be influenced and the means employed to achieve this purpose. If the registrant arranged, sponsored, or delivered speeches, lectures, social media, internet postings, or media broadcasts, give details as to dates, places of delivery, names of speakers, and subject matter. The response must also include, but not be limited to, activities involving lobbying, promotion, perception management, public relations, economic development, and preparation and dissemination of informational materials.

Set forth below a general description of the registrant's activities, including political activities.

Set forth below in the required detail the registrant's political activities.

Date	Contact	Method	Purpose
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12. During the period beginning 60 days prior to the obligation to register<sup>3</sup> for this foreign principal, has the registrant received from the foreign principal, or from any other source, for or in the interests of the foreign principal, any contributions, income, money, or thing of value either as compensation, or for disbursement, or otherwise?

Yes ☐No ☐

N/A - This statement is filed to update the registrant's agreement/contract with the foreign principal.

If yes, set forth below in the required detail an account of such monies or things of value.

Date Received	From Whom	Purpose	Amount/Thing of Value
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13. During the period beginning 60 days prior to the obligation to register<sup>4</sup> for this foreign principal, has the registrant disbursed or expended monies or things of value in connection with activity on behalf of the foreign principal or transmitted monies or things of value on behalf of the foreign principal or transmitted monies or things of value to the foreign principal?

Yes ☐No ☐

N/A - This statement is filed to update the registrant's agreement/contract with the foreign principal.

If yes, set forth below in the required detail an account of such monies or things of value.

Date	Recipient	Purpose	Amount/Thing of Value
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<sup>1</sup> "Political activity," as defined in Section 1(o) of the Act, means any activity which the person engaging in believes will, or that the person intends to, in any way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.

<sup>2,3,4</sup> Pursuant to Section 2(a) of the Act, an agent must register within ten days of becoming an agent, and before acting as such.

**EXECUTION**

In accordance with 28 U.S.C. § 1746, and subject to the penalties of 18 U.S.C. § 1001 and 22 U.S.C. § 618, the undersigned swears or affirms under penalty of perjury that he/she has read the information set forth in this statement filed pursuant to the Foreign Agents Registration Act of 1938, as amended, 22 U.S.C. § 611 *et seq.*, that he/she is familiar with the contents thereof, and that such contents are in their entirety true and accurate to the best of his/her knowledge and belief.

Date

Printed Name

Signature

01/25/2023Christopher Harvin/s/Christopher Harvin


**EXECUTION**

In accordance with 28 U.S.C. § 1746, and subject to the penalties of 18 U.S.C. § 1001 and 22 U.S.C. § 618, the undersigned swears or affirms under penalty of perjury that he/she has read the information set forth in this statement filed pursuant to the Foreign Agents Registration Act of 1938, as amended, 22 U.S.C. § 611 *et seq.*, that he/she is familiar with the contents thereof, and that such contents are in their entirety true and accurate to the best of his/her knowledge and belief.

Date

Printed Name

Signature

_____	_____	_____  _____
_____	_____	_____
_____	_____	_____
_____	_____	_____



## **Appendix**

### **Response to Item 10**

**Item 10: Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act. If yes, describe all such political activities indicating, among other things, the relations, interests or policies to be influenced together with the means to be employed to achieve this purpose. The response must include, but not be limited to, activities involving lobbying, promotion, perception management, public relations, economic development, and preparation and dissemination of informational materials.**

The Registrant anticipates providing political activities in support of the rule of law, democracy and human rights in Democratic Republic of Georgia. The Registrant anticipates these interests will be promoted through several activities including: strategic communications/media relations services and outreach to key stakeholders on behalf of the foreign principal; conducting outreach on a limited basis to U.S. and International organizations supporting rule of law and democracy in Georgia and the broader region; and meeting with potential key stakeholders or influencers to discuss the legal case of Mr. Saakashvili. The Registrant may also, at times, prepare or disseminate informational materials to support these activities.



17 January 2023

**RE: Strategic Counsel, Media Relations and Outreach**

Per our recent conversations, GP International, LLC (GlobalPoint), is honored to support **Giulia Alasania on behalf of Mikheil Saakashvili** during this pivotal time.

Please except this letter and contract attached as an agreement to work on your behalf.

GlobalPoint will provide strategic counsel, media relations and outreach to key stakeholders as outlined in the following contract and scope of work to inform and support the legal services Akerman LLP provides to Mikheil Saakashvili regarding his release on humanitarian and legal grounds and related financial and reputational consequences.

For your convenience, please find herein a comprehensive agreement and a scope of work.

GlobalPoint will immediately begin work with the return of the signed contract and receipt of the initial payment.

GlobalPoint is looking forward to a long and productive relationship with Mikheil Saakashvili, Giulia Alasania.

Sincerely,

A handwritten signature in cursive script, appearing to read "Christopher Harvin".

Christopher Harvin  
GlobalPoint | Principal  
[charvin@globalpoint-strategies.com](mailto:charvin@globalpoint-strategies.com)  
Mbl: +1 803.413.3335

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## Standard Contract

**Giulia Alasania on behalf of Mikheil Saakashvili** (hereafter "**Client**") affirms acceptance of the terms of engagement outlined by **GP International, LLC, DBA GlobalPoint International**, (hereafter "**GlobalPoint**") a Limited Liability Company registered in the State of Virginia, with offices located at 700 Pennsylvania Ave, Suite 200, Washington DC 20003.

By this signature, the **Client** also affirms this engagement agreement and the associated fees are duly authorized and lawful in accordance with all United States statutes.

**Fees:** **GlobalPoint** will provide **Client** with strategic counsel, media relations and outreach services starting 17 January 2023 and ending on 16 February 2023.

This engagement between **GlobalPoint** and the **Client** will begin with an initial monthly fee retainer payment of \$20,000 (Twenty-Thousand) USD. The total consulting fees associated with this contract will be \$20,000 (Twenty-Thousand) USD and work will begin when the initial payment is paid in full. Contract will automatically renew on a month-to-month basis unless cancelled 14 days prior to end of the agreement or next month period.

A late fee of 10% (ten percent) will be assessed for each 30 (thirty) day period late. GlobalPoint will also track standard hourly rates against the retainer fees.

Task Area	Timing	Tactics & Accomplishments	Estimated Hours / Monthly
<ul style="list-style-type: none"> <li>Strategic Counsel</li> <li>Media Relations</li> </ul>	17 January - 16 February 2023	<ul style="list-style-type: none"> <li>Strategic Planning and Counsel</li> <li>Key Message Development and Talking Points</li> <li>Media Relations</li> <li>Media Tracking</li> </ul>	50 hours

Hours will be tracked internally against the monthly fees as followed:

Managing Director/Partners:	\$400 /hr
Vice Presidents/Directors:	\$300 /hr
Associates:	\$225 /hr
Interns:	\$125 /hr

Any additional fees and hours associated with the retainer must be preapproved by the **Client** in advance and will be billed to the **Client** on a monthly basis or upfront.

**Client** certifies that the source of funds will not have originated from a foreign government, entity or organization not disclosed to **GlobalPoint**; or deemed an enemy of the United States; or an individual or government sanctioned or embargoed by the United States or the European Union Government or from illicit sources.

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If the **Client** becomes sanctioned by the United States or the European Union or deemed in violation of United States or European law, then this contract will be immediately terminated and all fees forfeited by the **Client**.

**Expenses above \$100 (One Hundred) USD must be preapproved by the Client and billed separately on a monthly basis as described below:**

**General Expenses:** We do not bill our clients for regular in-house copying, postage, faxing, handling or other regular fees unless specifically requested and preapproved by the **Client**.

**Significant Outside Vendors:** Significant outside vendor expenses such as private newswires for distribution of press releases and statements (e.g., Cision/PRNewswire, NAPS, etc.), video recording and production, advertising, collateral material, website and graphic design, translation, photography and printing, large copying or significant postage, etc. are charged at cost plus the industry standard mark up (17.65%) to cover management and administration. Should any of these expenses be required, we will consult with you for prior approval in writing.

**Compliance Fees:** In the process of providing services, it is understood that **GlobalPoint** may be required to make various foreign agent or lobbyist disclosures filings, as appropriate and required by applicable laws. **GlobalPoint** will prepare such filings in a diligent and timely manner. Fees regarding foreign agent or lobbying disclosure filings and legal support specific to foreign agent or lobby disclosure filings will be provided by Akerman LLP and billed to the **Client** at cost as required.

**Telephone & Network Charge:** We do not bill for local telephone calls and standard technology expenses on a per-use basis. However, we do bill at cost for international calls charges while overseas; but only if charges are required for travel and preapproved by the **Client**.

**Travel and Meals:** **Client** shall cover expenses for all travel, lodging, meals and such incidental expenses agreed to between the parties to this agreement. For airline travel time longer than three hours (3) in length, the **Client** shall make best efforts to provide business class accommodations. Any travel expenses billed by **GlobalPoint** to the **Client** will be billed at cost with a 10% handling fee and must be preapproved by the **Client**.

**Scope of Services:** You are free at any time to expand or reduce the scope of work by letting us know what changes you require in writing. In such cases, the fee shall be revised to reflect the new scope of work.

**Confidentiality:** We agree to keep confidential any and all information concerning your business and operation which becomes known to us and which you advise us is to be considered confidential in nature. You agree to keep confidential our recommendations and confidential information regarding various communications about projects in which we are now or may be involved.

**Contracting:** You agree not to hire any **GlobalPoint** employees or their agents independently for the period of this agreement and two years after its completion.

**Indemnification:** Since we will be acting at your direction, you agree to indemnify and hold **GlobalPoint** and our agents and assigns harmless with respect to any claims or actions for discovery. You also agree to indemnify and hold us and our agents and assigns harmless with respect to any claims or actions for libel, slander, defamation, copyright infringement, idea misappropriation or invasion of rights of privacy

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arising out of our consultation and/or any materials or information supplied by you to us where we have acted in good faith and in accordance with your instructions; it being understood and agreed that this indemnity shall not extend to any claims or actions for libel, slander, defamation, copyright infringement, idea misappropriation or invasion of rights of privacy where we have acted contrary to your instructions or otherwise have acted with gross negligence.

**Conflicts of Laws/Jurisdiction:** This Agreement shall be governed by and interpreted in accordance with the laws of the State of Virginia without regard to its conflicts of laws principles. **Client** and **GlobalPoint** agree that any state, federal or international court for or within the State of Virginia shall have exclusive jurisdiction over any disputes arising under or related to this Agreement and **Client** and **GlobalPoint** irrevocably consent to the jurisdiction of such courts and the placement of venue therein, and waives any claim that any such action, suit or proceeding in such a court has been brought in an inconvenient forum.

**Jurisdiction and Governing Law:** Any action for break of this Agreement, for enforcement of this Agreement, or for any cause of action purported to arise out of this Agreement shall be commenced in the American Arbitration Association (AAA) in the State of Virginia prior to any legal action. Each party agrees that the State of Virginia is the proper forum for the commencement of any legal action by any party to the Agreement.

**Complete Agreement:** This Agreement is the complete agreement of the parties and supersedes any previous agreements, whether written or oral, between the parties. No agreement or understanding, oral or written, in any way modifies the terms and conditions set forth herein, unless noted as an addendum to this contract, dated after this contract, and signed by a partner of **GlobalPoint**.

Either party may terminate this agreement with 14 (fourteen) days written notice and payment of all outstanding fees and expenses.

Please sign this letter and return it to the address given below. Please also scan and email an additional copy. Work will start upon our receipt of this letter. Payments may be sent by wire transfer as noted on the attached page.

In addition, we will provide the **Client** with a monthly report of the activities on your behalf.

**GlobalPoint** is looking forward to a long and productive relationship with **Giulia Alasania on behalf of Mikheil Saakashvili** and are eager to begin working on your behalf.  
**On behalf of the GlobalPoint Team**

I have read the above letter and agree and accept the terms and the conditions set forth therein.

Signature:  \_\_\_\_\_

Date: 17 January 2023

**Christopher M. Harvin**  
**Managing Partner**  
**GP International LLC,**  
**DBA GlobalPoint International**

Signature:  \_\_\_\_\_

Date: \_\_\_\_\_

**Giulia Alasania (signature)**  
**on behalf of Mikheil Saakashvili**

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## SCOPE OF WORK

**GP International, DBA GlobalPoint International (GlobalPoint), will support the following Scope of Work for Giulia Alasania on behalf of Mikheil Saakashvili:**

- **Strategic Counsel and Planning** – GlobalPoint will provide strategic counsel and planning to support the Akerman LLP and their legal team. A key component of our support will be to provide media relations services to support ongoing litigation and legal services.
- **Messaging and Briefing** - To support the client, GlobalPoint will work with Akerman to develop key messaging and logistical briefs for media interviews and other meetings GlobalPoint supports/arranges. These include bios, fact sheets, messaging and briefing documents.
- **Media Relations and Outreach** – Our team of experts will strategically engage with media and key stakeholders, thought leaders and influencers. GlobalPoint will work closely with the client's team to ensure fresh content, messaging and effective coordination. We will continue to develop stories and interviews to ensure President Saakashvili receives fair and accurate media coverage.

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